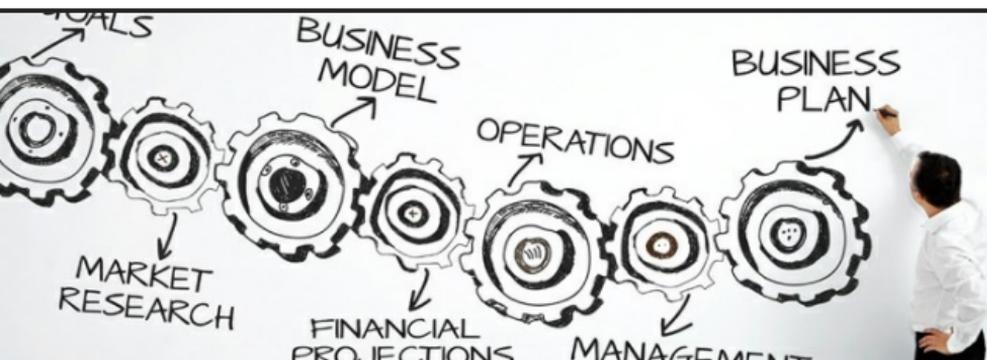




Walldorf Consulting AG



WCA Walldorf Consulting AG

is a fast growing global software and services company with representations in Walldorf, Singapore, Riga and Philadelphia. The delivery of first class business implementations and technical support for SAP Business Suite and SAP S/4 HANA belong to our core competencies. We support and engage with corporations in various industries to solve their business challenges and help them to run smarter with innovative SAP solutions like SAP Hybris billing, SAP S/4 HANA, Yaas/HCP development and more.

We are looking for a SAP Services Sales Manager (m/w)

You're a self-starter who takes responsibilities and initiatives with limited direction. You have experience in selling services at a high level of integrity and honesty building a long term relationship with your customers

Your Tasks:

- Generate demand for WCA's service offering and develop opportunity execution plan.
- Identify key team members and resources needed to properly scope the projects to meet client needs.
- Manage the customer relationships from initial discussions to close of deal.
- Manage/create new accounts and growing a "book of business".
- Ensure the overall success of the sale and implementation of SAP solutions
- Contribute to the overall success of the customer relationship.
- Supervise the implementation to guarantee the highest level of customer satisfaction.

Our expectations:

- This is a senior specialist position and requires a professional with direct selling experiences.
- At least 3+ years of experience with services sales in an SAP solution environment.
- With a strong track record of new account development, territory building and quota performance.
- BA/BS or comparable is strongly preferred.
- Must be a driven sales professional with strong capabilities in:
 - . Account planning
 - . Executive alignment, value selling & challenger sales
 - . Pursuit leadership/Team alignment

Qualified applicants will receive consideration for employment without regard to their age, race, religion, national origin, gender, sexual orientation, gender identity or disability.

Please send your application for employment to following E-Mail:

Christine.Lengler@walldorfconsulting.com

WCA Walldorf Consulting AG

Altrottstraße 31

69190 Walldorf

www.walldorfconsulting.com